

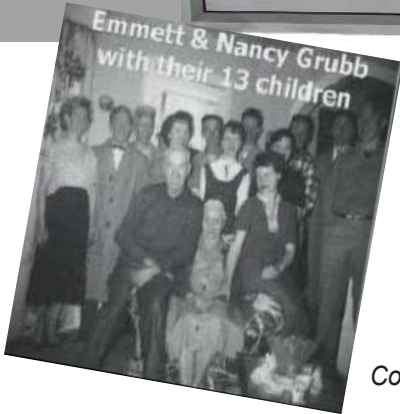
WO GRUBB CRANE RENTAL

Issue 5 Volume 2

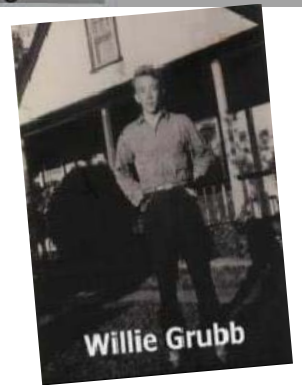
Spring Company News Report

The Grubb Dispatcher

Mr. Willie Grubb
you will be missed
WO Grubb Employees



Jim Price with Willie during the Company's 45th anniversary celebration



On March 10, 2011 our founder Willie Odell Grubb past away. Anyone who had the opportunity to meet "WO" knew that he was one of most selfless people one could ever meet. No matter who you were or what he was doing he made time for you and always made you feel like the most important person in the room. He was the type of person who never met a stranger and he made everyone feel welcome in his presence. If you haven't had the opportunity to watch the company's history video on our website, I would suggest you do so. In short, "WO" began this company with hard work, determination, elbow grease and a belief and trust that his people could get the job done. One of his favorite sayings was "it doesn't matter how good your equipment is, if you don't have the right person to run it, then you got nothing".

This company was founded by his guts, sure will and determination and with-out his hard work, none of us would be here today working together at this very prosperous company. So it's up to all of us to keep his legacy going for years to come and never forget how we got here or where we came from.



Bill Brown, Tom Shearin and WO at the Baltimore's open house in 2006.



Employment Anniversaries

January - March 2011

The following is a list of employees that have been with the company for five plus years between January and March

January

Doug Brown, Baltimore 11 years
Michael Bujanowski, Baltimore 6 years
Ryan Carlton, Richmond 7 years
Calvin Clevenger, Richmond 7 years
Dallas Cooley, Alexandria 7 years
Harry Fuhrman, Richmond 8 years
Mike Gerber, Ironworker 14 years
Donald Hardie, Portsmouth 7 years
Daniel Hendricks, Baltimore 10 years
Thomas Hill, Richmond 17 years
John Ho, Ironworker 17 years
Frank Natale, Richmond 8 years
Connie Pulliam, Baltimore 10 years
Ronald Ridgell, Alexandria 11 years
Gerald Simpson, Richmond 23 years

February

Doug Adkins, Richmond 14 years
Mike Davenport, Richmond 15 years
Bill Grubb, Richmond 38 years
Bill Kennedy, National Branch 18 years
Dorothy Richardson, Fredericksburg 10 years
Larey Seery, National Branch 11 years
Mark Ward, Portsmouth 7 years
Darrell Williams, Portsmouth 16 years

March

William Anderson Jr, Fredericksburg 10 years
Don Baker Jr, Portsmouth 11 years
Robert Belote, Portsmouth 9 years
Bob Burgee, Baltimore 13 years
Danny Criner, Richmond 10 years
Dianne Hill, Richmond 14 years
Michael Kestler, Alexandria 8 years
Robert Meisner, Alexandria 7 years
Glen Parsley, Ironworker 32 years
Doug Radcliffe, Richmond 18 years
Scott Snead, Richmond 15 years
Eric Straus, Alexandria 11 years
Martin Van Dyke, Alexandria 7 years
William Waybright, Richmond 6 years
Richard Wyatt, Ironworker 34 years



WWW.WOGRUBB.COM

1-866-964-7822



Headquarters
Phone: (804) 271 - 9471
Fax: (804) 271 - 2539

National Sales
Phone: (804) 233 - 3613
Fax: (804) 233 - 3617

Alexandria
Phone: (703) 370 - 7500
Fax: (703) 370 - 2672

Baltimore
Phone: (410) 796 - 3661
Fax: (410) 796 - 3666

Portsmouth
Phone: (757) 465 - 4072
Fax: (757) 465 - 4079

Fredericksburg
Phone: (540) 891 - 7279
Fax: (540) 891 - 7746

Branch Manager Profile - Portsmouth

Opening in 1993, Portsmouth is Grubb's oldest branch office. A year later, Larry Becker came on board as their manager. Larry tells me that before Grubb, he actually was the branch manager for Cooper T. Smith, a worldwide holding company in the Tidewater area, and had been hired to create a new crane division within the company. The division was designed to supply cranes to unload Cooper's incoming barges, and occasionally rent equipment when ships weren't in harbor. "I started the division with no cranes, after several years of successfully building up their [Cooper T. Smith] crane division, I wanted to keep expanding. When I saw the potential for more growth than Smith was willing to commit to, I called Bill Grubb." In 1995, Bill bought out Coppers interest and all their equipment. Portsmouth's market has continued to grow since then. Larry explains that their success has everything to do with customer service and devoted team work. "The real key is putting the right people into the right places where they are comfortable and confident in their jobs; it really promotes a pleasant and productive environment." Larry has been operating machinery since 1976. He first started out doing dirt work. "I eventually moved to cranes when I saw an operator sitting in a nice warm cab during a cold winter project." Outside of his duties with the company, Mr. Becker enjoys working with charities and riding motorcycles. He owns a Harley 100th Anniversary soft tail deuce, "the God Bless America" bike.



“The real key is putting the right people into the right places”



Gene Allen on Portsmouth's 75 ton Link-Belt with **Jay Wilson, Elex Campbell, Elton Pryor, Ken Hicks, and Michael Mooney**, dismantling **Jim Tracey's** 550 ton Grove. Both cranes were assisting in the deconstruction of a concrete plant for Continental Construction Company.



Pictured Right: **Rob Belote** on Portsmouth's 33 boom truck erecting trusses at the South Eastern Training Center in Chesapeake, VA.

Pictured Left: Portsmouth's 50 ton Link-Belt being hoisted onto the deck of the USS Nassau.





Northrop Grumman hoisting Grubb's Grove GMK 7550, 550 ton All Terrain Crane, onto the deck of the USS Roosevelt harbored in Portsmouth. The crane will be used in the erection of a new conning tower for the aircraft carrier.



History Facts



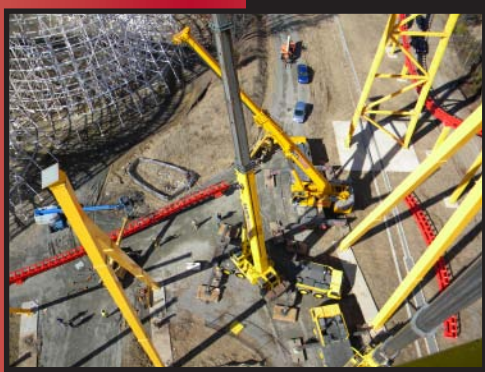
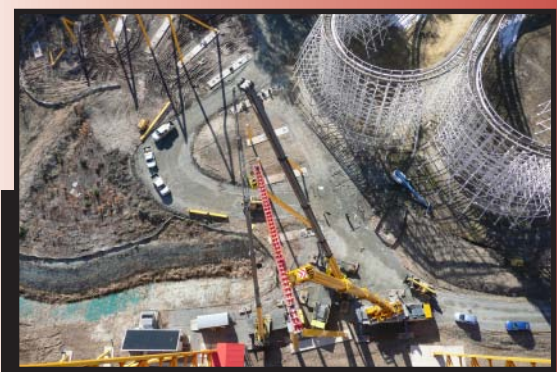
This image shows the oldest working tower crane in the world. Nicknamed "Old Crane", it is a treadwheel style tower crane built in 1413 at the inland harbor of Trier Germany. The crane would be used to load and unload merchants' cargo from ships, in the 15th Century.

Administrative Profile

Connie Pulliam has been working as the Baltimore Office Manager for the last ten years. She tells me "I actually came to Grubb with the agreement that I was only going to be working here for one year. I saw that Greenway Crane Rental was moving out of Maryland, and Bob Carroll started schmoozing me over." After thirteen years of working in accounting for Greenway, Connie only planned on coming to the Baltimore Branch to help organize their permits and then finishing her Accounting degree at Anne Arundel Community College. But according to her, she decided to stay because she enjoyed the people she worked with so much, "who else would be thoughtful enough to get me a swimsuit calendar for my birthday." Now she describes her job as taking care of billing, invoices, fuel reports and assisting with permits.



Away from her duties at work, Connie enjoys a full social life. She spends her time between her children and two year old granddaughter. When she needs a break from her offspring, she hits up the golf course. "After years of playing, and even taking professional lessons, I'm still horrible at it, so I just play for fun." Her other outdoor activities include camping during the summer in her popup trailer, and whitewater rafting once a year in West Virginia with her family.



Robert Rhoades and Wayne Shinault on the 120 ton Grove GMK5120B, **Mike Davenport and Jerry Draper** on the 300 ton Liebherr LTM1250/6.1, and **Scott Snead and John Vanty** on the 350 ton Grove GMK6350, all from Richmond, doing maintenance work on the Intimidator ride at Kings Dominion.

Maintenance Minutes

W.O. Grubb's equipment, trucks, and cranes are vital to the continued success of all our jobs. Grubb prides itself on our up-to date, immaculately maintained equipment. It is imperative that we all do our part to ensure that our high standards of maintenance are continued. In order to help out the maintenance department here are a few suggestions and requests:

- Keep track of your assigned equipments' maintenance and inspections' sheets.
- Know when the scheduled maintenance needs to be done.
- Make sure that your tires are properly inflated to prevent unnecessary wear.
- Try to fuel up every afternoon to help with the condensation that will occur over night.



Alexandria's **Dallas Colley** and **Jerome Stewart**



Alexandria's **Perry Seery** and **Irvin Miller**

Steel Erection

UPCOMING STEEL ERECTION JOB:

WEST CREEK MEDICAL CENTER FREESTANDING EMERGENCY DEPARTMENT.

FORT LEE AIT BARRACKS COMPLEX PHASE 1 AT THE MAHONE SITE.

VCU EMERGENCY DEPARTMENT RENOVATIONS.

P652 MAINTENANCE HANGER & AIR TRAFFIC CONTROL TOWER RENOVATIONS IN CAMP LEJEUNE, NC.

SMOF BUILDING, 4900 MISC. STEEL NEWPORT NEWS SHIPYARD.



One of Fredericksburg's 90 ton Hydraulic Truck Cranes, doing some lifts at Mary Washington College.

Changes in Richmond



After years of being the driving force behind the success of W.O. Grubb and especially the Richmond Branch, **Kenny Cooke** has decided to transition his role of Richmond Branch Manager to **Cecil Wilmoth**. Kenny will be spending more of his time in the role of Major Accounts Manager, which will allow him to devote more time to his key clients as well as more time to enjoy the fruits of his labor. Cecil will be working closely with Kenny over the next few months to fully take over the responsibilities of branch manager. The Grubb Dispatcher would like to congratulate Kenny, and to wish Cecil the best of luck.

The Grubb Dispatcher is pleased to announce the addition of **Jeff Collins** to the corporate office. Jeff will be serving as the Vice President of Engineering and Administration. Jeff brings over 20 years of experience in engineering and project planning throughout the USA, as well as working in various management roles. His capacities will include engineering, lift planning and corporate administration.



Grove TMS800E



New Fleet Additions

Grubb's new fleet additions: An 80 ton Truck Crane, Grove TMS800E. A brand new 90 ton Rough Terrain Crane, a Grove RT890E. Also, several more 80 ton Truck Cranes are scheduled to be delivered throughout the year.

Grove RT890E



A Message From the Safety Department

Our company has been inspected frequently lately by Virginia's Department of Labor and Industry compliance officers. The reason is the National infuses on cranes. In a nut shell, if a compliance officer sees a crane they are going to stop and do an inspection.

Due to the sheer number of cranes we have on the streets at any given time this makes us a huge target. We have to make sure that we are doing our jobs correctly and safely and by the book.

There is no need to be nervous when a compliance officer approaches you, if you have all of you documents in place (Annual and monthly inspections, power line hazard warning decals in cab and both sides of crane, barricade lines in place, crane set up as manufacturer prescribes etc.) you won't have a problem. Talk to the compliance officer in a professional and courteous manner and answer their questions to the best of your ability, but don't guess about anything if you don't know, just say so and refer them to the safety department.

On a recent inspection in March of this year a compliance officer came onto a job site in the Va. Beach area because they saw a crane and decided to do an inspection. They introduced themselves to the operator and told him why they were on site. Questions were ask and answered and the operator was very professional in the way he conducted himself. Not only did we not have any problems or were not given a citation, but the Compliance officer made a point of telling me what a pleasure it was to be able to talk to an individual who knew how to conduct themselves in a professional manner and not be upset or nervous because of the inspection.

I would like to thank James Stancil for representing the company in a most professional manner and doing his job as it should be preformed and not having an OSHA/VOSH violation or citation on this rental project.